



**SARVAJANIK  
UNIVERSITY**

INCLUSIVE | INTEGRATED | INNOVATIVE

*creating an enlightened society...*



**SARVAJANIK EDUCATION SOCIETY  
SMT. SHARDARANI RAMESHCHANDER**



Approved by AICTE | Constituent College of Sarvajani University

## **Report on Final Campus Placement for Extramarks Education India Private Limited on 10<sup>th</sup> May, 2022 at S. R. Luthra Institute of Management**



### **Quick Details**

<b>Employer</b>	Extramarks Education India Private Limited
<b>Date of Interview</b>	10 <sup>th</sup> May, 2022
<b>Designation Offered</b>	School Relationship Officer (SRO) Business Development Executive (BDE)
<b>Maximum Earning Potential</b>	INR 4,60,000 p.a.
<b>Interview conducted by</b>	Mr. Niraj Jain (Sr. Manager - Admin and Operations)
<b>No. of students Appeared</b>	16
<b>No. of Students Selected</b>	0

📍 M.T.B. College Campus, Nr. Adarsh Society, Athwalines, Surat-395001, Gujarat, India.

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## Company Overview

Extramarks is among the fastest growing educational technology companies, with a global footprint. The company has a huge presence in India, South Africa, Indonesia and the Middle East. Extramarks has revolutionized the way education is perceived and delivered, custom creating learning solutions for the 21st century learner. The firm has a team of exceptional academics, technology experts and visualizers, who help simplify textbook learning through rich media based modules. They are backed by 2000 strong sales team, present pan-India, which helps us reach directly to the final consumer. It has offices in close to 70 cities.

Extramarks was founded in 2007 by Mr. Atul Kulshrestha, the visionary and transformative mind who has been leading the disruptions in the edtech domain from the front. There are 3500 employees. The products range from pre-school, to extensive K12 coverage, going over to higher studies and competitive exams. They are also disrupting the coaching segment through the Extramarks Smart Coaching Centres, present in 17 cities with 23 centres. These centres provide coaching for IIT-JEE, NEET and Foundation courses, through latest classroom technology and India's top faculty.

## Job Profile

**Offered Designation:** School Relationship Officer (SRO)/Business Development Executive (BDE)

### Roles and Responsibilities:

#### SRO

1. To acquire new business in schools by cold calling, visiting, collecting data on schools.
2. Explaining business proposition to the school management.
3. Arranging, handling the product demo and details for closing the deal.
4. Handling documentation work (like signing the contracts)
5. Maintaining and reporting the school's status on daily basis.

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## **BDE**

1. Looking for Individuals who are Comfortable making cold calls and Video Calls/ Meeting new people everyday.
2. Conducting Home Product Demos and Zoom Demos.
3. Excellent verbal skills; the ability to call, connect and interact with potential customers and get the sales done and meet targets.
4. Able to multitask, prioritize, and manage time efficiently.
5. Tenacity to handle rejection and continue on with a positive attitude when reaching next potential client.
6. Ability to work independently or as an active member of a team.

**Location:** Surat, Vadodara, Ahmedabad, Udaipur, Saurashtra and Kutch

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